

North Carolina Military Business Center at a Glance

Description:

The NCMBC is a business development organization and a collaborative effort between North Carolina businesses and the NC Community College System. Created by the General Assembly and opened in 2005, the NCMBC operates with a **\$1.25 million** annual budget from ten community colleges across the state, under the supervision of Fayetteville Technical Community College.

Mission: To leverage military and other federal business opportunities for economic development and quality of life in North Carolina

Goals:

- Contracts – to increase federal contacts for NC businesses
- Employment – to integrate transitioning military into the workforce
- Recruitment – to support recruitment of defense business

NCMBC Statewide Staff:

Headquarters

Scott Dorney, Executive Director
Courtney Smedick, Integrated Marketing & Training
Cherie Daniels, Federal Procurement Analyst
Alexa Heath, Administrative Assistant & Events

Pre-Award Business Development Teams

Linn Owen, Pinehurst (Lead, Base Support Team)
Sue Kranes, Greensboro (Lead, Industry/Agency Team)
Anne Campbell, Jacksonville

Pam Pogue, Goldsboro

Teresa Bouchonnet, Franklin/Asheville

Rick Gilmore, Greensboro

Fran Perez-Wilhite, Charlotte

Post-Award & Existing Contractor Support Team

Paulanne Page, Sneads Ferry (Lead)
Jim Fuhs, Havelock/New Bern, Morehead City
TJ Haney, Fayetteville
Jeff Gowen, Fayetteville

Capture Management/Future Opps Team

Mickey Finn, Wilmington (Lead)
Bill Greuling, Durham

NCMBC Operations: (2012-2013)

Programs:

- Business development/assistance
- Strategic initiatives
- Technology resources
- Military sustainment
- Employment
- Communications/outreach

Services and Focus:

- Market intelligence
- Current/future business development
- Teaming/pre-positioning
- Proposal development support
- Training and education
- Resources and networking

NCMBC Outcomes: (2005-2012)

Return on State Investment: 28:1

(Tax Generated vs. State funding)

Total Contract Wins: 1,607

Minimum Value: \$3.64 billion

Maximum Value: \$11.2 billion

Tax, Corp. Income: \$251 million

Total Expenditure: \$8.8 million

Business Development:

Contracts managed: 14,966

Business notifications: 5,127,802

Contract Coaching: 2,258/year

MatchForce:

Businesses Registered: 19,767

Contracts Posted: 979,212

Contract Matches: 215,450,383

Contract Value, Min: \$658 million

Individuals Registered: 44,476

Job Postings: 38,751

Job Matches: 1,132,573

Events (2011-2012): 504

Attendees: 33,600

Contracts, minimum (2012): 15

Major Events, 2013:

- Remington Defense Sub Event: 5 MAR (Jamestown)
- USMC Outreach: 19 (Jacksonville), 20 MAR (Morehead City)
- Fort Bragg Small Business Outreach: 3 APR (Fayetteville)
- Federal Advanced Technology Sym.: 9 MAY (Raleigh)
- Federal Energy & Environmental Sym.: TBD JUL (Pinehurst)
- 12th Annual Defense Trade Show: 6 AUG (Fayetteville)
- Aerospace Suppliers Conference: 21 or 22 AUG (Greensboro)
- Federal Construction Summit: 17 OCT (Wilmington)



★ NCMBC Staff – Serving Statewide!

www.ncmbc.us www.MatchForce.org Toll free: 877-245-5520